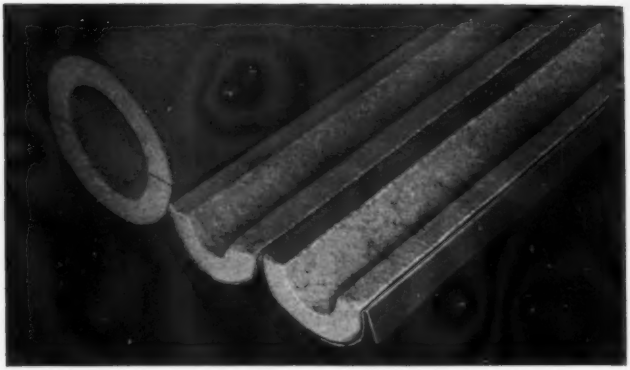
ASBESTOS

JUNE, NINETEEN FORTY-ONE



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"ASBESTOS"

FOUNDED IN JULY 1919 AND PUBLISHED
CONTINUOUSLY SINCE THAT DATE

A. S. ROSSITER, *EDITOR*

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EVERY EMPLOYEE SALES-MINDED--

Editorial by R. B. Davis[1]

The process of production is not completed until the product is in the hands of the consumer. The most scientific production methods are abortive if the merchandise piles up behind warehouse walls.

Under modern competitive selling conditions the factory is a vital part of the sales department. The salesman cannot operate at a high level of efficiency without the cooperation of every other department.

Today management should be sales minded. If the term is properly understood, sales-mindedness covers a lot more territory than the narrowly circumscribed activities of the sales department only.

Selling today begins in the laboratory, with the development of new products and processes fitted to consumer needs. Selling continues thru the manufacture of the product. It is a part of the work of the traffic, credit and warehouse department, of purchasing and packing.

For that reason the management of Raybestos has been working diligently to see that every employee of the company is as sales-minded as the man who lays a sample before the prospect and takes the order.

As the basis of the work of keeping our organization sales-minded, we hold monthly meetings of department heads, at which we discuss the problems that face us in living up to our slogan, "Raybestos—America's Biggest Selling Brake Lining."

After all, every employee has a selfish interest in the company's merchandising methods. If the advertising is ineffective and badly planned, if the merchandising ideas are not founded on sound principles and are not carried thru successfully, sales fall off, production goes down, and employment is curtailed.

On the other hand, if advertising and merchandising are operating efficiently to keep the company in a position

of leadership, the employee has the soundest guarantee of continued employment.

For that reason we want everybody in the factory to know about the advertising and what it is accomplishing. We hope that every time they pick up a magazine with a Raybestos advertisement they not only will identify it with their own activity, but look upon it as an important phase of the production job.

Altho most of the people employed in our factory will never go on the road and many of them will never meet a jobber-customer face to face, there are opportunities occasionally actually to put a factory man on a selling job.

Recently, for instance, one of our large customers put up to us a special problem. The solution had to be found in the laboratory. Because our organization was sales-minded, we didn't have to call a salesman in off the road, give him data from the laboratory, and then send him back to talk with the prospect. Instead of that we shot one of our laboratory men directly to the prospect's factory. Within a few days he had made a thoro investigation and was in a position to make the kind of recommendations that helped the salesman hold the account and increase the business.

That laboratory man did just as important a sales job as any salesman. We like to feel that any employee could, within the limits of his ability, accomplish a parallel selling job if it were put up to him.

I have outlined only a few of the ways in which management can make its own sales-mindedness pervade the factory. There are other possibilities.

For instance, the credit department is being made more and more conscious of its place in the selling scheme. It knows that a poorly advised collection letter can often lose an important account that represents a great many hours of selling time. It also knows that tactful handling of a difficult credit problem will cement relations between company and customer and build the kind of customer loyalty that no competitive selling can dynamite.

The purchasing department may seem to be pretty far removed from the selling end of the business. Yet we

want our purchasing men to feel that when they are buying quality raw materials and protecting sources of supply they are contributing mightily to the manufacture of the product that will maintain sales leadership.

In our talks with our salesmen we have emphasized the fact that a good sales record not only means more products sold but more jobs and greater security for the worker. At a sales convention we made the point that each salesman was responsible for the livelihood of twenty families, represented by operators in the Raybestos plant. We told the men that every time they took a few hours out of their selling day for something else, they were not only cutting down on their sales efficiency but also were doing something to make the happiness of twenty families a little less secure.

Conversely the department heads and foremen are urged to make every employee conscious of the importance of our selling program and what it does to give steady employment.

Editor's Note: This editorial was, with Mr. Davis' permission extracted from his article recently published in Printers' Ink.
[1] **General Manager, Raybestos Division, Raybestos-Manhattan, Inc.**

ONE MORE SERVICE--

One of the many jobs which have fallen into our laps, along with that of supplying information of all kinds on asbestos and the Asbestos Industry, is the reading and checking of articles or manuscripts concerning asbestos.

Within a month it has been our pleasure (and we do regard it as a pleasure) to read the manuscript of a children's book on "Asbestos, A Magic Mineral" and also of a quite comprehensive article on the subject of Asbestos, its history, uses, etc.

In both cases we caught some misstatements and were able to make certain suggestions which the authors declared were helpful.

Just another service which "ASBESTOS" renders to the Asbestos Industry.

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Insulating Cements
Asbestos Paper - Pipe Coverings
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Office and Mines
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CANADA

A LARGE BLAST--

More than eleven tons of dynamite Used in Blast at King Mine

By Lt. Colonel J. G. Ross [1]

In mining by the block-caving method at the King Mine of Asbestos Corporation Limited, Thetford Mines, Quebec, it has been the custom for the past nine years to blast the undercut of each block one half at a time in two successive blasts.

On January 18th, 1941, however, a complete undercut was blasted in one shot. It was decided to do this after careful study with blasting experts of Canadian Industries Limited, who supplied the dynamite.

The area of Block No. 513 is 160 ft. x 160 ft. Four drifts had first been driven across the block, and 47 raises drilled from the undercut level to the grizzly level. The pillars between the undercut drifts and the ground for the raises were completely drilled off. In the undercut the footage drilled was 36,100 feet in 5,550 holes. These holes were loaded with 35,748 sticks of 1⅛ inch 40% dynamite. In the grizzly raises, the footage drilled was 16,150 ft. in 1,700 holes. These were loaded with 15,120 sticks of 7,000 lbs. similar dynamite. The total number of holes in the shot was 7,250, the weight of dynamite being 23,500 lbs.

Method of Wiring:

In the Grizzly Drifts, No. 8 waterproof electric blasting caps with 8-foot enamelled wires were connected in series to No. 14 lead wires in parallel. The leads from each grizzly drift were connected in parallel to the same No. 6 main lead wires.

Main lead wires were connected to the permanent 550-volt system underground at the old No. 2 shaft. For the purpose of this blast, all electrical equipment normally wired to this 550-volt circuit was disconnected. The

[1] General Manager, Asbestos Corporation Limited.

ASBESTOS

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For more than three-quarters of a century, Johns-Manville has been manufacturing a large variety of asbestos products, contributing to greater comfort, protection from fire and the more efficient operation of industrial equipment.

Johns-Manville owns and operates Asbestos Mines in Arizona and Canada, thirteen factories located strategically across the continent, sales offices in all large cities and a large, scientifically equipped research laboratory in which J-M Engineers and Scientists are constantly developing new uses for this remarkable mineral, Asbestos.

Some of the better known J-M Asbestos products include: Packings, Insulations, Roofing and Siding, Transite Water Pipe and Electrical Conduit, Office Partitions, Decorative Wall Boards, Flooring and Friction Materials. In addition, Johns-Manville furnishes raw asbestos in a wide range of grades and fibre lengths.

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Branches in All Large Cities

JOHNS-MANVILLE JM PRODUCTS

contact that fired the charge was made on the 2200-volt side of the 550-volt transformer at the substation.

Rock from this blast was drawn continuously in the regular course of operations and showed a good fragmentation.

The undercut is at the 445 ft. level and vibrations from the blast were noticeable at the surface but very slight.

A study of the results of the blast indicates that this method of blasting the undercut of a block in one shot is an improvement in practice.

ASBESTOS-STEEL GASKETS

Russia Conserves Copper

The Russian plant "Krasni Proflintern," the largest supplier in that country of metallic gaskets for tractor engines, has in the last few months developed a method for manufacturing metallic gaskets from steel and asbestos, thus conserving for other uses hundreds of tons of copper ribbon. Thus far the plant has produced more than 300,000 such gaskets with excellent results, according to the Trade Information Service of the American-Russian Chamber of Commerce at 200 Madison Avenue, New York.

The method of preparing this material has been simplified and improved. Formerly, the steel and the asbestos had to be stamped out separately and then rolled together. Now the gaskets are produced in one operation from asbestos-steel sheets. This method permits mass production and greater durability of the finished product.

The new gasket consists of a thin perforated steel strip covered on both sides with asbestos, pressed together and impregnated with graphite. The asbestos-steel sheets are made at the plants of the Yaroslav Asbestos-Rubber Combine and sent to Krasni Profintern for fabrication.

—:—

The grand essentials of life are something to do, something to love and something to hope for.

ASBESTOS TEXTILES

with a reputation for QUALITY

AS pioneers in the development of asbestos products, Keasbey & Mattison have long produced a line of asbestos textiles of high and uniform quality.

Included are fine tapes, yarn, thread, cloth, braided tubing, listings, wick, rope, cord, conveyor beltings, and a full range of clothing.

K & M Asbestos Clothing is designed to meet standards developed from extensive field experience. It provides the desired comfort, freedom and serviceability . . . in addition to utmost safety. Practically every type of garment is available.

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CHARLES S. WOOD--

Originator of the Broken Joint Method of Applying Insulation

One of the outstanding figures in the Insulation Industry—he joined it almost 50 years ago—is Chas. S. Wood, President of Chas. S. Wood & Co., Inc., Engineers and Contractors of Newark, N. J.

Mr. Wood was born in Marion Center, Indiana County, Pa., where he attended the Village School. His first "job" was with the Apollo Iron & Steel Company,

Chas. S. Wood
President
Chas. S. Wood & Co.
Veteran in the
Insulation Industry

Apollo, Pa., which went on strike and consequently Mr. Wood was out of work. He thereupon came to Newark, N. J., where he attended Coleman's Business College in the summer of 1892—time of panic and soup kitchens. For two years he took any odd job that offered, and finally secured permanent employment with T. B. Cryer & Company, steamfitters, as bookkeeper—his salary was $5.00 a week and his hours 7.00 A. M. to 6.00 P. M. After a year's service he asked for a raise and was given 50c more per week.

While with this firm he answered a circular which came to the office of Cryer & Company from the Philip Carey Mfg. Company of Lockland, Ohio., and received permission to sell their then existing line on a commis-

Ruberoid Asbestos Paper has everything! Wet strength, accurate caliper, color and finish. The color is a soft natural blue-white. The finish is smooth on one side—rough textured for adhesion on the other side. Ideal for protecting air conditioning ducts, wood partitions, lining stoves, ovens and gas ranges.

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ASBESTOS PAPERS

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sion basis. Keeping his bookkeeping position with T. B. Cryer & Co., during the day, he called on steamfitters and plumbers at their homes in the evenings, and had a fair measure of success. This was in 1895.

In May 1897, Mr. Wood received a telegram from George D. Crabbs of the Philip Carey Company, asking him to meet Mr. Crabbs at the Holland House in New York City. Upon doing so he was asked by Mr. Crabbs to open and manage a New York Office for the Philip Carey Company on a salary and commission basis. "As I think Mr. Crabbs will admit" says Mr. Wood in his modest way, "I again had a fair measure of success." Mr. Wood remained in this position until the spring of 1903 and during that time the Carey Company began to market their 85% Magnesia Covering.

On leaving the Carey Company Mr. Wood organized The Covering & Supply Company, operating in New York City, but owing to internal dissension, later sold his interest.

In May 1904, Mr. Wood was employed by Mr. Hammer, Vice President of Keasbey & Mattison Company, as salesman, covering the New Jersey territory, and agreeing to do all his own estimating, supervision, etc. He remained in this capacity until early in 1917 when he organized his present company, Chas. S. Wood & Co., Inc., and took on the agency for Ehret materials which he still retains.

We urged Mr. Wood to tell us something of his early experiences in the insulation field and the following story is, we believe, published for the first time and is especially interesting to the Insulation Industry:

While Mr. Wood was connected with the Philip Carey Company, the 59th Street New York Power House of Manhattan Railway Company was built and, under the direction of Henry G. Stott, Electrical Engineer, came into the market for insulation—"a large job!" Mr. Stott was under high pressure salesmanship from the various insulation concerns and decided to conduct a series of tests to decide the issue. A paper written by Mr. Stott describes the tests:

"The method adopted consisted in coupling up about

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ARE AN ASSET

•

YOU HAVE THEM
WHEN YOU USE

NORRISTOWN
PRODUCTS

•

NORRISTOWN MAGNESIA & ASBESTOS CO.

(Manufacturers for almost 50 years)

NORRISTOWN
PENNSYLVANIA

200 feet of two-inch iron pipe and mounting the same on wooden horses about 3½ feet from the floor, the three lines of pipe being approximately four feet apart and four feet from the nearest wall, in order to avoid any errors due to heat connection and radiation.

"Sections fifteen feet in length were marked off on the straight portions of the pipe, and so arranged as not to include any pipe couplings or bends; two feet from each end of each section heavy potential wires were soldered on to the pipe, and at the extreme ends of the pipe 1,500,000 c. m. copper insulated cables were soldered on, the openings in the pipe having been previously closed by means of a standard coupling and plug. One of these cables ran direct to one terminal of a two hundred and fifty K. W., 250 volt steam driven, direct coupled exciter, which was solely devoted to furnishing current for the test, and which could have its voltage varied within wide limits so as to furnish any current up to one thousand five hundred amperes. The cable connected to the other end of the pipe was then connected to three ammeter shunts in series, in order to enable the readings to be easily checked, after which it was carried through a circuit breaker and switch to the other exciter terminal.

"The pipe covering test was carried on in a vault in which there was no source of heat and no possibility of draughts of air, and arranged so that the section in which the test was being carried on could be locked up in order to prevent interferenec wtih the test.

"Invitations for bids were sent to all the principal pipe covering manufacturers and jobbers, specifying that each one would be expected to cover one or more sections of the two-inch pipe for a competitive test, and that samples from the successful bidders' covering would be analyzed in the company's chemical laboratory, and no covering accepted which departed more than three per cent from this analysis."

"These tests" says Mr. Wood, finishing the story, "covered a considerable period of time with varying results, as we were allowed, if the result was not favorable, to substitute and try all over again. One day, while in the testing room watching Mr. Frank Manville and his

helpers install a new lot of material, I noticed how very carefully they were pointing up all the joints with cement. My last test had not been so favorable, and, an idea suddenly occurring to me, I decided to try it out. So I applied one layer of 85% Magnesia over the other, breaking all joints both ways and then sealing the joints. I applied the covering myself, ran away with the test and subsequently secured the contract for the Carey Company. So far as I know, this originated what has become known in the Industry as the 'Broken joint method of application.' "

The result of these tests was the subject of a paper read by Mr. Stott before the Association of Edison Illuminating Companies, held in September 1902. Copy of the paper and the graphs which accompanied it are in Mr. Wood's possession.

A.S.T.M. ANNUAL MEETING

The 44th Annual Meeting of the American Society for Testing Materials will be held in Chicago, at The Palmer House, June 23 to 27 inclusive.

At this meeting, on June 26th (9.30 a. m. session) Committee D-13 on Textile Materials will present new tentative methods of testing woven asbestos tubular sleeving.

On the same day (8 p. m. session) Committee C-16 on Thermal Insulating Materials will report its progress in test methods on thermal insulating materials, since formation of that Committee in 1938.

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TEST OF ASBESTOS SUIT--

J-M Engineer, Asbestos Clad, Walks Thru Flames and into Burning Building

Asbestos Suits about to be shipped to the civilian fire-fighters of Britain by The British War Relief Society were recently put thru a test simulating actual fire-fighting conditions in London and other blitzed cities at the fire proving grounds in Long Island City by the New York City Fire Department.

The three British firemen who recently came to New York to confer with fire officials on wartime fire-fighting,

William J. McKeon of Johns-Manville shows British Fireman Rudolph Haybrook some of the Equipment of the Asbestos Suit tested in Long Island City on May 22nd

Acme Photo.

Rudolph Haybrook, Clarence Palmer and Daniel D. Ivall, were present to inspect the suits together with Fire Commissioner Patrick Walsh and Chief Daniel Deasy, who recently visited Britain to inspect London's fire defense system. The suit tested was worn by William J. McKeon, a representative of Johns-Manville, the manufacturers.

Two piles of lumber about thirty feet long and five or six feet wide were set up with a four foot lane between them. They were soaked with gasoline and set afire. When they were blazing Mr. McKeon, wearing the suit, with helmet and gloves, took the nozzle of a hose line and walked along the narrow lane between the blazing fires, playing a stream from the hose on one pile on the

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way down and on the other during the trip back.

Later a fire was set in a shack about seven feet high, with a floor area 8 by 6 feet. Mr. McKeon walked inside, picked up double handfuls of blazing rags, walked out with them and squeezed the fire out of them between the palms of his asbestos gloves.

The photograph shows the outfit tested; it weighs about twenty pounds and can be folded up and carried in a small canvas bag.

Dr. Percy G. Kammerer, an executive of the B. W. R. S., said that the Society hopes to obtain nationwide support in a campaign to furnish large quantities of asbestos suits and other equipment urgently needed to protect the lives of the civilian fire fighters whose heroism in the face of constant danger is building a new epic of courage.

TRADE ASSOCIATIONS--

The services being performed in connection with defense activities again demonstrate the important place occupied by trade associations both upon behalf of their fields of business and in the public interest.

As authoritative sources of information and of practical suggestions for defense officials, they are facilitating in indispensable ways the speeding of defense production. —One of several Resolutions adopted by the Chamber of Commerce of the United States at its 29th Annual Meeting, held April 28 to May 1, 1941.

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Experienced Superintendent for Asbestos-Cement factory. Must be familiar with Hatschek process of manufacture, and willing to go to South America, to take complete charge of factory now operating. State past experience. Strictest confidence. Address Box 6N-N, "ASBESTOS," 16th Fl., Inquirer Bldg., Philadelphia, Pa.

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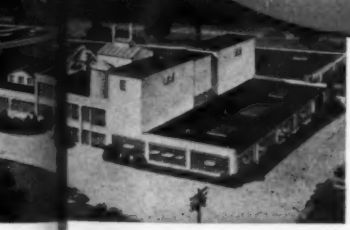

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MARKET CONDITIONS

GENERAL BUSINESS

The effect of the Defense Program on general business is being felt to an extent which, despite various warnings and constant reminders, was not really expected by the public six months ago.

The American Public's fond belief that we can do anything we set out to do, while partially justified, at the same time makes it difficult to accomplish all that is to be done, because of the indifference resulting from that belief.

At that the progress to date which has been made in the program is altogether amazing, considering that we had to start practically from "scratch," The rapidity with which many confusing and hindering factors have been straightened out or disposed of, is deserving of the highest congratulations.

ASBESTOS - RAW MATERIAL

The United States is drawing its asbestos requirements more heavily from Canada than for many months past.

Shipments of other types of asbestos from South Africa are reaching these shores with accelerated speed. Larger shipments than formerly are reaching us from Australia and India.

Prices on all asbestos, other than Canadian, are showing an advance due to the increase in ocean freight, marine and war risk insurance rates.

ASBESTOS—MANUFACTURED GOODS

Textiles. There is little new to report on the textile situation. Demand continues to increase; inquiries continue in increasing numbers; prices have reached a more satisfactory level than for many years past, and this does not mean that they are now exorbitantly high, but rather that they were formerly extraordinarily low. Naturally most of this activity, as the activity in many other commodities, is due to defense—in fact much of the demand

Rhodesian
SHABANI MINE — SHABANIE
GATH'S MINE — MASHABA

African
HAVELOCK MINE — SWAZILAND

Canadian
BELL MINE — THETFORD MINES, P. Q.

ASBESTOS

Raw Asbestos Distributors Limited
Spotland
ROCHDALE, Lancs., England.

can be traced to the use of insulating tapes and other textile products in motors.

Brake Lining. April sales were the highest on record and practically all fields showed marked increases over last year. Export sales, however, declined from last April but were practically the same as those for last month.

Paper. In the paper market volume has increased, this being partly seasonal in character.

Millboard, because of its use in ships and cantonments has in prospect still further increases in volume.

Insulation High Pressure. While shipments continue at the high levels established during the past few months there is evident a slight tapering off in volume of new inquiries. However, indications are that even a slight lull in demand will probably be followed by a period of activity exceeding that experienced earlier this year, if current talk of military, naval and industrial expansion can be used as a gauge of future business.

Insulation. Low Pressure. There is fair demand in this commodity, accountable to the increased housing activity. The jobbing trade, however, appears to be buying only as need occurs, probably to avoid having large stocks of any one commodity on hand.

Asbestos-Cement Products. Sales of asbestos-cement products of all types continue to run well ahead of last year because of the heavy demands of national defense projects.

The Industry is oversold, particularly on corrugated and flat sheets and this condition is also becoming apparent to some extent in roof shingles and sidings with the usual seasonal increase for these materials in addition to government requirements. Prospects are that deliveries will be increasingly delayed during the summer and fall months.

The above comments are sent us by various executives in the Asbestos Industry who are in position to know. We welcome the ideas and opinions of all whether in agreement with these comments or otherwise.

CONTRACTORS AND DISTRIBUTORS PAGE

Training Courses for Asbestos Workers

This subject has been discussed in several previous issues of "ASBESTOS", but the further along the Defense Program goes, the more need is found for such training.

There already exists a shortage of Insulation and Asbestos Workers (Pipe Coverers): indeed in some sections where there is a lot of ship work or a lot of industrial work, plasterers and brick layers are being pressed into service.

This may be necessary but is plainly all wrong. While plasterers and brick layers may be skilled in their particular trade they can really be classed as unskilled workers in the pipe covering trade. This means in many cases inefficient workmanship and undoubtedly it slows up the work. There are many young men who would gladly take up the pipe covering trade were there any way for them to learn it.

Insulation contractors and some of the Unions are rather tardily beginning to realize that something must be done. In one area at least, the Insulation Contractors and the Local Unions are working together in an effort to establish a training course for pipe coverers. The details have not yet been worked out but when available will be published in our pages for the benefit of other areas.

In another area a school has been established by an individual and another one is planned.

This article is to urge two things; first that Local Unions be made to realize that it is to their own advantage to admit into the Union men who have actual training in the pipe covering trade and are good, efficient workmen. (We find that men are being barred from re-affiliating with the Locals for some purely technical reason, and while we cannot understand such a short sighted policy on the part of the Union, at the same time it is true). Second, that Insulation Contractors work together, and with the Local Unions, to see that more men are properly and quickly instructed in the mechanics of pipe covering.

We urge also that insulation contractors write us what is being done along these lines in their territories. Tell us, please, whether schools are being established; who is establishing them; who are used as instructors, what charges, if any, are made; whether it has been easy to find men who want to learn the trade.

We want to know what is being done in New York, Chicago, Cleveland, Cincinnati, Boston and other large centers. All these facts will be published and the Industry all over the country will benefit by such an exchange of ideas and practical knowledge.

Building

Residential contracts awarded during April 1941 in the 37 States east of the Rocky Mountains were, according to F. W. Dodge Corporation, highest since July 1929. The volume of April awards amounted to $166,462,000, an increase of 38 per cent over April 1940 chiefly because of the activity in the building of one- and two-family houses.

As a result of this volume of residential building 34,780 dwelling units were provided in April, while in the corresponding month last year only 27,418 were produced. Private-ownership construction, comprising 83 per cent of the total, continues as the dominant factor in residential building.

All building and engineering contracts awarded in April totalled $406,675,000, 35 per cent greater than the volume of $300,504,000 awarded in April last year. While April is 15 per cent below March, the decline can be attributed primarily to a 25 per cent decline in public-ownership construction due to an abnormal amount of defense work included in the March figures.

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Building permits issued by 204 municipalities in Canada during 1940 had a total value of $113,005,208. New construction accounted for $85,613,697, and the remaining amount was spent for additions, alterations and repairs.

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The Twelve Tables for Estimating mentioned so many times in these pages are becoming more and more popular, orders for 17 sets having been received in the month of May. They make the estimating of areas of pipe covering, fittings, flanges, hair felt, etc., simple and easy. Cost $1.00 a set. Orders should be addressed to "ASBESTOS".

TEST

. . . the added sales volume awaiting you among the nation's roofing and siding contractors. Write to . . .

AMERICAN ROOFER and SIDING CONTRACTOR
425 Fourth Avenue, New York City

"AMERICAN COLONIAL"

New Type of Rigid Shingle Lowers Cost of Roof

A new low-cost asbestos-cement roofing shingle, known as "American Colonial" was recently announced to the building trade by Johns-Manville.

The American Colonial is a prefabricated asbestos cement strip shingle, and when applied on a roof covers as much area as the ordinary asphalt strip. This time-saving feature, plus other advantages which contribute further

Applying the American Colonial Asbestos-Cement Shingle in Time Test at Silver Springs, Md.

to its ease of application make possible an asbestos roof of unusual economy.

Recently time tests were made with the American Colonial and asphalt strip shingles, the tests being conducted by Gayness & Nelson, prominent builders of Washington, D. C., on a home under construction in Gaynel Forrest, a beautiful new development at Silver Springs, Md. In the time test first the asphalt strip shingles were applied. Then they were ripped off and American Colonial asbestos-cement shingles applied to the same roof, under identical

conditions, with the same roofing crew (two roofers and a helper) working at normal speed. The roof had an area of three and three-quarter squares. The difference in the elapsed time of the two applications was so slight as to be negligible.

A moving picture describing the time-saving features and application methods, and showing the time tests, is now being shown by J-M representatives to dealers and contractors all over the country. The title of the picture is "The American Method."

The American Colonial shingle comes in attractive colors and design.

DO YOU KNOW ---

¶ That Horace Greeley, famous early American editor, "boosted" asbestos (felt) roofing, not only writing about it but having the Tribune Building and the American Institute Building roofed with it . . . .

¶ That in the early days of the Jeffrey Mine (now the Canadian Johns-Manville Mine) the pit boss called the men to work by clanging an old bell hung from the limb of a tree . . . .

¶ That Raybestos introduced the first electrically operated machine for drilling and countersinking brake lining, using a flat head tubular rivet instead of the old type of split rivet. This Raybestos tubular rivet was popularized in a full page advertisemnt in the Saturday Evening Post in 1923 . . . .

¶ That the Johnson Mine at Thetford Mines, P. Q., was the first asbestos mine in Canada to be developed . . . .

¶ That the J. M. plant at Nashua, N. H.., has grown from 20 employees in 1906 to 610 in 1941 . . . .

¶ That asbestos cloth in its early days sold at $1.00 per square inch . . . .

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NEWS OF THE INDUSTRY

BIRTHDAYS

E. B. Poulin, Secy.-Treasurer, Asbestonos Corp., Ltd., St. Lambert, Montreal, P. Q., June 20.

W. H. Dunn, Secretary, Raybestos-Manhattan, Inc., Passaic, N. J., June 22.

C. A. Schell, Vice President, Thermoid Rubber Co., Trenton, N. J., June 22.

A. F. Moore, Manager Asbestos Department, Philip Carey Co., Lockland, Cincinnati, O., June 26.

A. H. Bennett, President, A. H. Bennett Co., Minneapolis, Minn., June 27.

Chester A. Middleton, Managing-Director, Johns-Manville Corp. of Brazil, Sao Paulo, Brazil, June 27.

H. A. King, Manager, Industrial Department, The Ruberoid Co., New York City, June 28.

L. B. Palmer-Ball, President, Palmer Asbestos Co., Louisville, Ky., June 29.

Frank R. Schueler, Vice President and Secretary, Asbestos, Asphalt & Insulation Mfg. Co., Chicago, Ill., June 30.

O. J. Garlock, President, Crandall Packing Co., Palmyra, N. Y., July 5.

S. E. Breuleux, Asst. Secretary-Treasurer, Philip Carey Mfg. Co., Lockland, Cincinnati, O., July 6.

Chas. S. Wood, President, Chas. S. Wood & Co., Inc., Newark, N. J., July 6.

A. M. Ehret, Jr., President, Ehret Magnesia Mfg. Company, Valley Forge, Pa., July 11.

H. W. Prentis, Jr., President, Armstrong Cork Co., Lancaster, Pa., July 11.

George Schafenacker, Treasurer, Asbestos Fibre Spinning Co., North Wales, Pa., July 14.

Thomas L. Gatke, President, Gatke Corporation, Chicago, Ill., July 16.

Congratulations and best wishes are extended to all these gentlemen on the occasion of their birthdays.

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On May 16th, C. J. Stover, Owner of this magazine, became a Grandpapa, and very proud he is of his first grandchild, Richard Medary Stover, II, named for Mr. Stover's second son who is in the Army Air Corps. The father is Carrell J. Stover.

• BLUE ASBESTOS

The Cape Asbestos Company, Ltd., is the world's largest supplier of acid-resistant blue crocidolite asbestos, and the only manufacturer operating its own mines. Inquiries solicited on:

MILLBOARD **YARNS**
ROVINGS **POWDER** **CLOTHS**
PROCESSED FIBRES
Unexcelled for use in
ASBESTOS CEMENT PIPES

• AMOSITE ASBESTOS

This fibre owing to its great length and bulk is unrivalled for use as an insulating medium in:

Asbestos mattress filler
85% Magnesia insulation

The CAPE ASBESTOS CO. Limited

Morley House, 28-30 Holborn Viaduct, London, E.C.1.
FACTORY, BARKING, ESSEX

United States Sales Agent:
ARNOLD W. KOEHLER
415 LEXINGTON AVE. **NEW YORK CITY**
TELEPHONE—VANDERBILT 6-1477

G. A. MacARTHUR COMPANY---Elects Officers

At a special meeting of the Directors of G. A. MacArthur Company, St. Paul, Minn., held on May 1st, and made necessary by the death of its President, G. A. MacArthur, the following officers were elected: President, J. H. Brown; Secretary-Treasurer, Victor H. Barr; Vice President in charge of the Contract Department, Ford G. Brown.

J. H. Brown, President, was first connected with the Asbestos Industry in 1900 as bookkeeper for Keasbey & Mattison Company at its Minneapolis Branch Office. In 1909 he was made manager of the Twin Cities' branches of that company, continuing in that position until April 1937, when he resigned to join the G. A. MacArthur Company as Vice President.

J. H. Brown

Victor H. Barr, Secretary-Treasurer, was employed by G. A. MacArthur Company in 1916, as bookkeeper, becoming Secretary of the Company in 1929. For the past 20 years he has acted as Assistant Manager.

Ford G. Brown, Vice President in charge of the Contract Department, and eldest son of J. H. Brown, entered the employ of G. A. MacArthur Company in 1935, as assistant shipping clerk.

There will be no change in the company's policies as manufacturers, distributors and contractors for asbestos and insulation products. The company first started business in 1911 under the name Twin City Pipe Covering Company; in 1931 its name was changed to G. A. MacArthur Company. During this period the company has manufactured a complete line of low pressure, hot and cold water insulations, and for the past 17 years it has also distributed and taken contracts for the installation of Johns-Manville High Pressure Insulations in the Twin Cities territory.

The present officers will continue the ideals of G. A. MacArthur—high quality products, good workmanship and prompt service.

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THE RUBEROID CO., on May 27, declared a dividend of 50c per share on the capital stock of the corporation, payable June 27, 1941, to stockholders of record on June 10, 1941.

In 1940 a Ruberoid dividend of 30c per share was declared in May and a year-end distribution of $1.00 per share in November.

NEW DIRECTOR OF RESEARCH for J-M

The appointment of Dr. C. F. Rassweiler as Director of Research of Johns-Manville Corporation was announced on May 22nd by Lewis H. Brown, President.

Dr. Rassweiler was formerly director of the Philadelphia laboratory of E. I. duPont de Nemours Co. He was born in Polo, Ill., graduated with the Bachelor of Science degree in chemistry from the University of Denver in 1920. He secured his Master's degree from the University of Illinois in 1922 and his Ph. D. from the same institution in 1924. He joined the duPont organization in 1924 as a research chemist and has been director of their Philadelphia laboratory since 1932.

Dr. C. F. Rassweiler

In his new position Dr. Rassweiler will be a member of the Officers Board in charge of Johns-Manville's extensive research activities on which the company is spending close to a million dollars annually. About 200 research scientists, engineers and assistants are employed in the J-M Research Laboratories located at the company's largest plant in Manville, N. J.

THERMAL STUDIES on ASBESTOS

Our March and April issues mentioned three articles published in the Canadian Journal of Research, these articles being the result of studies made by the Division of Chemistry of the National Research Laboratories at Ottawa.

The articles are now available in reprint form, and the announcement is being repeated because the former announcements may have been overlooked by some research men. The titles of the articles are:

Effect of Temperature and Time of Heating on loss in Weight and Resorption of Moisture.

Effect of Heat on the Breaking Strength of Asbestos Tape and Glass Fibre Tape.

Effect of Heat on the Breaking Strength of Asbestos Cloth Containing Cotton.

The reprints are available at the price of 10c each, plus a small charge for postage and handling. If you wish copies send your request on your business letterhead to "ASBESTOS".

EXPANSION PROGRAM-- Carolina Asbestos Company

The expansion program inaugurated several months ago by the Carolina Asbestos Company, of Davidson, N. C., and now nearing completion, will increase the asbestos textile production capacity of the company approximately 40%.

"A volume of business far in excess of our manufacturing facilities made expansion in some form absolutely necessary," says Mr. C. H. Carlough, President of the Company. "Our first plan was to enlarge our Davidson, N. C., plant, which in fact is being done, but it quickly became obvious that an enlargement of the present plant would not meet the ever increasing demands upon us. So an additional factory building at Marshville, N. C., was purchased, and under our new set-up, the Davidson plant will be an asbestos carding and yarn spinning mill, and all weaving of asbestos cloths and tapes will be done at Marshville. The advantages of this arrangement are already apparent, and when the last new looms, cards and mules have been installed, our manufacturing problems will be greatly simplified."

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NEW MAGNESIA PLANT--To Begin Production July 1st.

A quarter of a million dollar magnesia plant which will produce exclusively to fill national defense orders, is being rushed to completion by Plant Rubber & Asbestos Works of San Francisco.

Work has already started on the project and production is expected to begin approximately July 1st. The plant's capacity is stated to be $1,250,000 annually. It will be erected on the Emeryville grounds of The Paraffine Cos., Inc., of which Plant Rubber is a subsidiary. Eighty-five per cent magnesia insulation will be manufactured exclusively. The company has been manufacturing magnesia for 20 years in their factories at Redwood City.

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PLANT RUBBER & ASBESTOS WORKS. A Certificate of Necessity has been issued Plant Rubber & Asbestos Works, San Francisco, by the Advisory Commission to the Council of National Defense. The certificate will cover the new precision-moulded 85% magnesia insulation plant now being built by the company at Emeryville, Calif., on grounds leased from The Paraffine Cos., Inc.

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ASBESTOS CORPORATION LIMITED. The Directors, at their recent meeting, declared the usual dividend of 15c per share, and the usual bonus of 15c per share on the Company's stock, payable June 30th, for the current quarter.

R. W. TOMPKINS--Appointed Mule-Hide Sales Manager

The Lehon Company, manufacturers of Mule-Hide Roofing Products, announce the appointment of R. W. Tompkins as Sales Manager.

Mr. Tompkins, associated with the firm for some time, has had 20 years' experience in building material merchandising. His firsthand knowledge is based upon working up thru the ranks from sales correspondent to sales executive.

The company has recently increased its manufacturing facilities for asphalt roofing products by adding a modern felt mill and additional warehouse space at its Memphis, Tenn., factory. Additional manufacturing equipment is now being installed at the Wilmington, Ill., plant for the same purpose.

New sales territories are being added to improve service to the trade.

The manufacture of asbestos products has been temporarily discontinued in order to meet the more-than-capacity demand for asphalt roofings and sidings.

NEW DIRECTORS for The RUBEROID CO.

Louis Herscovitz of Chicago, and Walter G. Cowan, of New York, have been elected directors of The Ruberoid Co., to fill vacancies on the board occasioned by the death of Alexander Jarecki of Erie, Pa., and of Vivian Green of New York.

Mr. Herscovitz has been for the past twelve years sales manager of Ruberoid's Chicago division. He has been associated with the building products industry practically all of his working life and enjoys an exceptionally wide acquaintance among building material dealers, architects and contractors thruout the country. He was first employed in 1913 by The Barrett Company, and in 1925 became a western sales executive of the H. F. Watson Company, asphalt roofing manufacturers acquired by Ruberoid in 1928.

Mr. Cowan has been associated with Ruberoid since December 1938, as manager of the company's eastern division. Prior to joining Ruberoid he had been connected for twenty years with Certainteed Products Corporation, first as Chicago manager and later in New York as manager of the roofing division. He is a graduate of Cornell University.

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THE ERTEL ENGINEERING CORPORATION, with factory and executive offices at Kingston, N. Y., and New York Office at 40 W. 48th St., has issued an interesting catalog of their filter equipment, and other liquid handling equipment. Asbestos Filter Sheets are shown. Copy of the catalog is available to anyone interested.

MEMORIAL to COLONEL TOWNSEND

The lawn of the Raybestos-Manhattan Office Building in Passaic, N. J., was the scene on Saturday, May 10th, of the unveiling of a Memorial to Colonel Arthur Farragut Townsend, who was one of the founders (in 1893) of The Manhattan Rubber Mfg. Company, President of that Company for 26 years, and Chairman of Raybestos-Manhattan, Inc., for eleven years, from 1929 when it was formed by the merging of The Manhattan Rubber Mfg. Company, The Raybestos Company and the United States Asbestos Company, until his death on January 14, 1940.

The Memorial, gift of the factory and office employes at the Passaic plant, consists of a 55-foot bronze flagstaff, surmounting a granite pedestal, ornamented by a bronze bas-relief of Colonel Townsend executed by Julio Kilenyi, sculptor, and by a bronze plate which relates the Colonel's connection with the company. Behind the bronze plate is a chamber in which repose Colonel Townsend's ashes.

Miss Constance Vogel unveils Memorial to her uncle, Colonel Arthur F. Townsend

The Dedication services, which were most impressive, were attended by the Colonel's widow and son, officers and directors of the company, invited guests and most of the 3600 employees of Raybestos-Manhattan in Passaic. Chairman Grannell E. Knox was master of ceremonies; the main address was delivered by Rev. George H. Talbott, D. D., Pastor of the First Presbyterian Church of Passaic, remarks were made by Chairman Knox and the Hon. Thomas F. Kennedy, Mayor of Passaic. A tribute to Colonel Townsend was given by the oldest factory employee, Louis J. Williams and appropriate selections were placed by the 114th Infantry Band, A. E. F.

Miss Constance Vogel, niece of Colonel Townsend, unveiled

the Memorial, and the ten oldest factory employees, Louis J. Williams, Hans P. Nilson, Nelson Van Riper, Morris G. Fitts, William Dunnican, Moses Van Handle, Andrew J. Gibson, Anthony Lowcher, John Dotterweich and John Van Hine, forming a Guard of Honor, raised the American Flag to the top of the staff.

The Memorial was accepted by F. L. Curtis, General Manager of The Manhattan Rubber Mfg. Division.

The inscription on the base of the Memorial and to the right of the bas relief is a beautiful tribute to Colonel Townsend; it reads:

"He has achieved success who has gained the respect of intelligent men; who has filled his niche and accomplished his task; who has left the world better than he found it; who has always looked for the best in others, and given the best he had; whose life was an inspiration, whose memory a benediction."

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SOUTHERN FRICTION MATERIALS CO. John O. Camp, on May 16, joined the staff of Southern Friction Materials Co., Charlotte, N. C., in the dual capacity of Salesman and Merchandise Manager.

Mr. Camp has been Sales Manager for the Triplewear Brake Lining Corporation of Paterson, N. J., for the past twelve years. His long experience and wide contacts in the brake lining industry should make him an exceptionally valuable man in this new position.

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THE OFFICE OF PRODUCTION MANAGEMENT has announced the formation of a committee appointed by the National Academy of Sciences and the National Research Council to advise that Office on technical matters relating to metals and minerals. This committee is known as the Advisory Committee on Metals and Minerals, and is made up of four groups, viz: Ferrous Minerals and Ferroalloys Group, Metal Conservation and Substitution Group, Tin Smelting and Reclamation Group and Nonmetallic Minerals Group.

The Nonmetallic Minerals Group under which asbestos will naturally fall, is in process of organization at the time of our going to press, May 10th.

AUTOMOBILE PRODUCTION

Total production of automobiles in the United States and Canada in April 1941, was 489,841, of which 462,257 were produced in the United States and 27,584 in Canada.

In March 1941, 533,912 motor vehicles were produced (507,868 in the United States and 26,044 in Canada).

During the first four months of 1941, total automobile production was 2,057,112, compared with 1,764,382 in the first four months of 1940.

PATENTS

This information obtained from the Official Patent Gazette, published weekly by the U. S. Patent Office, Washington, D. C.

Fibrous Product. No. 2,237,337. Granted on April 8, 1941 to Corp., New York City. Application November 28, 1936. Serial Simon Collier, Plainfield, N. J., and Fred T. Randolph and William G. Collins, Waukegan, Ill., assignors to Johns-Manville No. 113,106.

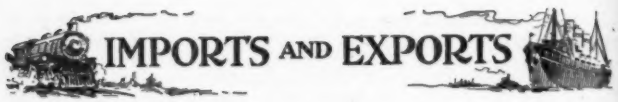
The method comprising forming an aqueous suspension including asbestos fibres and approximately equal proportions of finely divided anhydrous, steam soluble sodium silicate and hydrated lime with said asbestos fibres constituting a predominant part by weight of the dry materials forming said fibres into a felted mat with said sodium silicate and lime contained therein and subjecting said felted mat to an elevated temperature in the presence of moisture to cause said sodium silicate and hydrated lime to react to deposit a water insoluble heat-resistant binder in said mat.

Heat Insulating Tape. No. 2,239,281. Granted on April 22, 1941, to William F. Astley, Cicero, Ill., assignor to Union Asbestos & Rubber Co., Chicago. Application October 19, 1939. Serial No. 300,104.

A heat insulating tape comprising a plurality of large, loose, soft rovings located side by side, to form a filler and a sheath woven about said rovings, said sheath being of substantially tubular form, said sheath including warp and weft strands and having an outer and inner wall and the warp strands of the outer wall of the sheath being of greater length than those of the inner wall for the purpose of providing a sheath having an outer wall of sufficient length to wrap about a pipe without compressing the filler.

Insulating Tape. No. 2,239,293. Granted on April 22, 1941 to Carl Mosier and John L. Mohun, Jr., Chicago, assignors to Union Asbestos & Rubber Company, Chicago. Application April 4, 1938. Serial No. 199,753.

In an insulating tape a woven fabric member consisting of warp threads and weft threads which comprise asbestos fibres, certain of said warp threads being in the form of relatively large cords located at regularly spaced intervals on one side of said fabric and certain of said weft threads at pre-determined intervals passing over said large cords and securing them to the body of the fabric whereby that side of the insulation is provided with a plurality of separate air spaces, said pre-determined weft threads being drawn more tightly than the warp threads which they engage, whereby said latter warp threads are drawn outward flush with the outer surface of said large cords to form transversely extending ridges on that side of the fabric.



Imports into U. S. A.
(Figures published by U. S. Dept. of Commerce)

Unmanufactured Asbestos:

	March 1940 Tons (2240 lbs)	March 1941 Tons (2240 lbs.)
Africa (Br. S.)	978	1,486
Bolivia	.....	20
Canada	14,168	23,905
Australia	.....	9
	15,146	25,420
Value	*$678,988*	*$1,217,244*
Tabulation by Grades:		
Crude—Chrysotile (Br. S. Africa.)	354	556
Crude—Blue & Amosite (Br. S. Africa)	624	930
Crude—Blue (Australia)	.....	9
Crude—Blue (Bolivia)	.....	20
Crude (Canada)	64	183
Milled Fibre (Canada)	5,526	10,968
Lower Grades (Canada)	8,578	12,754
	15,146	25,420

Manufactured Asbestos Goods:

	March 1940 Pounds	March 1941 Pounds
United Kingdom (Yarn)	4,822	8,579
United Kingdom (Packing)	1,455	1,967
	6,277	10,546
Value	*$3,425*	*$6,293*

There were also imported in March 1941 unclassified asbestos manufactures from Canada to the value of $6.00 and from the United Kingdom of $3.00.

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Exports from U. S. A.
(Figures published by U. S. Dept. of Commerce)

Exports of unmanufactured asbestos during March 1941 amounted to 438 tons, value at $38,140; compared with 425 tons, valued at $44,612 in March 1940.

Exports of Manufactured Asbestos Goods:

	March 1940		March 1941	
	Quantity	Value	Quantity	Value
Paper, Mlbd. & Rlbd.	lbs. 107,091	$ 7,867	155,803	$10,121
Pipe Covg. & Cement	lbs. 122,020	6,594	69,321	2,844
Textiles & Yarn	lbs. 62,748	14,155	53,183	16,570
Packing	lbs. 123,145	71,739	270,698	108,817
Brake Lining—				
Molded & S-molded	.....	62,585	.....	70,772
Not molded	lin. ft. 81,478	15,979	67,066	13,744
Clutch Facings—				
Molded & S-molded	units 19,122	5,652	43,602	13,209
Woven	units 18,008	6,329	42,791	11,518
Magnesia & Mfrs. of	lbs. 256,674	21,005	153,804	11,045
Asbestos Roofing	sqs. 2,300	11,268	10,108	36,787
Other Manufactures	lbs. 283,832	41,167	518,629	37,529

Stock Piles of Strategic Materials

Of interest will be the following tabulation, which has been taken from the May 26th issue of the Journal of Commerce.

(Position of Metals Reserve Co. and Rubber Reserve Co.—In tons)

	Position as of May 20, 1941				Position as of Feb. 23, 1941	
	Purchased	Delivered	Afloat	On order	Purchased	Delivered
†Aluminum	170,000	.....	.....	170,000	.....	.....
Antimony	29,330	6,989	108	22,233	29,091	6,117
Asbestos	1,560	.....	200	1,360	.....	.....
Chrome	431,000	13,000	18,660	399,340	260,000	.....
Copper	*500,500	124,400	.....	376,100	200,500	.....
Graphite	4,911	411	.....	4,500	411	411
Manganese	3,083,700	218,735	28,250	2,836,715	2,307,700	80,790
Mica	500	.....	.....	500	.....	.....
Tin	186,000	30,686	9,010	146,304	92,986	20,606
Tungsten	36,000	900	800	34,300	33,000	.....
‡Zinc	50,000	.....	.....	50,000	.....	.....
Rubber	454,000	102,146	12,359	339,495	113,893	63,264

* Of this 302,341 actually purchased, the rest recently contracted for.
† From Canada. ‡ From Newfoundland.

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Handling of License Applications for exports of various materials are often delayed because the applications contain errors, according to the Division of Controls of the U. S. State Department. The most frequent errors made are absence of signature; failure to submit triplicate; omission of proper weight or value; inadequate description of product (descriptions should be in terms of export control classification); omission of necessary details regarding consignee or consignor of the shipment; failure to furnish affidavit giving the information prescribed.

Suggestion is made that each firm requiring such licenses designate one employee to learn the regulations, handle the applications and check for accuracy before mailing to Washington.

CURRENT RANGE OF PRICE

As of June 10, 1941

Canadian	Per Ton (2000 lbs.) f.o.b Mine (In U.S. Funds) As of June 10, 1941
Group No. 1 (Crude No. 1)	$700.00 to $750.00
Group No. 2 (Crude No. 2; Crude Run-of-Mine and Sundry)	150.00 to 350.00
Group No. 3 (Spinning or Textile Fibre)	110.00 to 200.00
Group No. 4 (Shingle Fibre)	57.00 to 85.50
Group No. 5 (Paper Fibre)	40.00 to 49.50
Group No. 6 (Waste, Stucco or Plaster)	30.00 to 32.00
Group No. 7 (Refuse or Shorts)	13.00 to 28.00

Vermont—	Per Ton (2000 lbs.) f.o.b Hyde Park, Vt.
"Shingle" Fibre	$57.00 to $60.00
Paper Stock Fibres	40.00 to 48.00
Waste	30.00
Shorts	13.00 to 26.00
Floats	18.00

Note: Crude Run-of-Mine (Canadian) refers to a crude asbestos produced in certain mines where Crude Fibre is not graded into regular No. 1 and 2 Crude. Crude Sundry refers to certain odd lots of off grade material which do not conform to the regular standards of No. 1 Crude or No. 2 Crude.

ASBESTOS STOCK QUOTATIONS

(These figures are compiled from the Commercial and Financial Chronicle. No guarantee made as to their correctness.)

	May 1941			
	Par	Low	High	Last
Armstrong Cork Co. (Com.)	np	23⅝	26½	23⅝
Asbestos Corp. (Com.)	np	16¼	17⅛	16⅞
Celotex (Com.)	np	8¾	9½	9½
Celotex (Pfd.)	100	66¾	70	68⅜
Certainteed (Com.)	1	2⅞	3½	3⅛
Certainteed (Pfd.)	100	23½	26	25⅜
Flintkote (Com.)	np	12⅛	12⅝	12⅝
Johns-Manville (Com.)	np	57	59⅝	57
Johns-Manville (Pfd.)	100	120	127	125¼
Raybestos-Manhattan (Com.)	np	17⅞	19⅝	19⅜
Ruberoid (Com.)	np	14¾	15¾	15¾
Thermoid (Com.)	1	4	4⅜	4¼
Thermoid (Pfd.)	10	34½	37½	37
U. S. Gypsum (Com.)	20	55	58	57⅛
U. S. Gypsum (Pfd.)	100	167	177	174

ASBESTOS TEXTILES

PRICES

IT IS NOTEWORTHY THAT TWENTY MONTHS OF WORLD WAR AND OUR COUNTRY'S SPEED UP OF INDUSTRIAL AND DEFENSE DEMAND HAS BEEN MET BY THE ASBESTOS INDUSTRY WITH BUT FEW AND SMALL PRICE ADVANCES. INCREASED MANUFACTURING COSTS HAVE BEEN GENERALLY ABSORBED IN A GREATER PRODUCTION. BUT THE RESISTANCE TO PRICE CHANGES CANNOT LOGICALLY BE LONG CONTINUED IN VIEW OF SUCCESSIVE WAGE INCREASES, HIGHER AND STILL-HIGHER-TO-COME TAXES, HIGHER PRICES AT THE MINES FOR ASBESTOS AND HIGHER FREIGHT CHARGES FOR ITS TRANSPORTATION, HIGHER PRICES FOR SHIPPING CONTAINERS AND HIGHER PRICES FOR MANY OTHER SUPPLIES.

OTHER INDUSTRIES TOO HAVE BEEN MODERATE IN MAKING CHANGES IN THE PRICE STRUCTURE, TO THE CREDIT OF SOUND INDUSTRIAL MANAGEMENT. HOWEVER, THE SUM TOTAL OF SMALL INCREASES ON MANY COMMODITIES SUPPLIED TO THE ASBESTOS INDUSTRY MUST BE MET IN TIME BY INCREASING PRICES OF ASBESTOS PRODUCTS. RAYBESTOS-MANHATTAN WILL HOLD PRICE INCREASES TO A MINIMUM OF NECESSITY.

RAYBESTOS-MANHATTAN, INC.
INDUSTRIAL SALES DIVISION
FACTORIES
BRIDGEPORT, CONN. NO. CHARLESTON, S. C.
MANHEIM, PA. PASSAIC, N. J.

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